



# *Baltimore District Office News*

Championing America's Entrepreneurs

## *June 2004 Edition*

SBA Baltimore District Office  
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Baltimore, MD 21201  
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[www.sba.gov/md](http://www.sba.gov/md)

## **SCORE, Counselors to America's Small Business**

Baltimore (410) 962-2233  
Chestertown (410) 348-5392  
Easton (410) 822-4606  
Frederick (301) 662-8723  
Hagerstown (301) 739-2015  
Kent Co. (410) 810-2968  
Salisbury (410) 749-0144  
Southern MD (410) 266-9553

[www.score.org](http://www.score.org)

## **MD Small Business Development Centers (SBDC)**

Lead Center (301) 403-8300  
Central MD (410) 704-5001  
Eastern MD (800) 999-7232  
Northern Region (866) 836-6288  
Southern MD (301) 934-7583  
Western MD (800) 457-7232

[www.mdsbdc.umd.edu](http://www.mdsbdc.umd.edu)

## **Small Business Resource Centers**

Baltimore (410) 605-0990  
[www.sbrcbaltimore.com](http://www.sbrcbaltimore.com)

Cumberland (301) 722-2773

**U.S. Export Assistance Center**  
(410) 962-4539

## **Women Entrepreneurs of Baltimore, Inc. (WEB)**

(410) 727-4921 [www.webinc.org](http://www.webinc.org)

## **For More Information:**

- SBA offices are located in all 50 states, the District of Columbia, Puerto Rico, the U.S. Virgin Islands and Guam. For the office nearest you, look under "U.S. Government" in your telephone directory, or call the SBA Answer Desk.
- 1-800-U-ASK-SBA
- Fax: 202-205-7064
- E-mail: [answerdesk@sba.gov](mailto:answerdesk@sba.gov)
- TDD: 704-344-6640
- Your rights to regulatory fairness: 1-888-REG-FAIR
- SBA Home Page: [www.sba.gov](http://www.sba.gov)  
*All of the SBA's programs and services are provided to the public on a nondiscriminatory basis.*

## *Summer Sizzles*

### *With Events for Entrepreneurs*

Look inside for more information on new offerings from the SBA, read about the Maryland men who received one the SBA's nine National Champion awards and much more. Listed below is a summary of upcoming events.



- June 7, 2004—Government Contracting for Small Businesses, Glen Burnie
- June 8, 2004—Small Business Lender Fair, Harford Community College, Bel Air
- June 10, 2004—Minority and Women's Business Forum, Rocky Gap
- June 23, 2004—SBA Day, Hagerstown Community College, Hagerstown
- June 30, 2004—Small Business Lender Fair, Catonsville Community College, Catonsville
- July 4, 2004—Happy Independence Day!!
- Region III Business Matchmaking Event (8/17-18/04)
- September 1, 2004—Business Matchmaking Event, Ft. Belvoir, VA

For more information on the events listed above and for a complete listing of upcoming events, visit us on the web at [www.sba.gov/md](http://www.sba.gov/md) and then select "Training Calendar" from the sidebar menu.

Each SBA District Office has an online calendar of events; go to the main SBA website at [www.sba.gov](http://www.sba.gov) and scroll down to the map of the United States. Click on any state to see their state specific information and calendar listings.

If your organization has an event that you would like to have included in our calendar, submit your request to [rachel.howard@sba.gov](mailto:rachel.howard@sba.gov) or call Rachel Howard at 410-962-6195, ext. 319.

All event requests are subject to District Office approval. Submitting a request does not guarantee that an event will be put on the SBA calendar. Please send requests at least two weeks in advance of the event.



## ***SBA Launches Business.gov Web Site to Connect Businesses with Federal Agencies***

SBA has announced the launch of a Web site that will serve as *the* business gateway for U.S. businesses to connect with federal agencies, providing specific business tools and resources. Currently in its initial phase, **Business.gov** is a powerful Web site that will provide one-stop, online federal government information and services that businesses need and can access in one easy-to-find location.

“In today’s fast-paced marketplace, small business owners don’t have time to go to dozens of Web sites to find information they need to run their business. Today we are providing them with a single, convenient Web site where they can access vital business information quickly, giving them more time to do what they do best: grow their businesses and create jobs,” said SBA Administrator Hector V. Barreto.

**Business.gov** provides information and links to:

- Business Development: information on starting, managing, and marketing a business.
- Financial Assistance: resources for capital and credit.
- Taxes: federal and state tax resources, forms and assistance.
- Laws and Regulations: Laws, regulations and other resources that affect business.
- International Trade: information on export promotion, trade finance, and trade leads.
- Workplace Issues: information on employee wellness, workplace safety, benefits, and the family-friendly workplace.
- Buying and Selling: links for doing business with the government
- Federal forms: finding government forms businesses need to conduct business, expand and grow.

**Business.gov** is slated to add more resources by the Fall of 2004, including more information, sources and links designed to help businesses get the right information at the right time from home or office and on their desktops, laptops or PDAs. **Business.gov** also will add special “wizards” to help businesses find answers to their questions, fill out forms, save time and be more productive.

One of the 24 e-government initiatives of the federal government, [www.Business.gov](http://www.Business.gov), is an official Web site of the U.S. Government and is operated and maintained by the SBA.

## ***Don’t Miss . . .***

To view the complete calendar of events, visit us on the web at <http://www.sba.gov/md>. Visit the online calendar for up to the minute information on a variety of small business workshops, town hall meetings, roundtables and much more.

### ***Small Office/Home Office (SOHO) Loan Initiative*** (held monthly)

This is a new marketing initiative under *SBA’s Community Express* and *SBAExpress* loan guarantee programs. It combines financial and technical assistance to enable small and home-based business owners access to business loans instead of consumer loans. Highlights of this loan program include a one-page application, \$5,000 loan amount, a 5-7 day turnaround for full funding and a 7 year re-payment term.

Free SOHO loan workshops are held on the 1st and 3rd Tuesday of each month. For complete details or to register for a workshop, contact Shuraie Mackin at (410) 962-6195, Ext. 353 or by email at [shuraie.mackin@sba.gov](mailto:shuraie.mackin@sba.gov).

### **June 7, 2004— Government Contracting for Small Businesses**, 3:00pm—5:00pm

Glen Burnie Library, Glen Burnie, MD 21060

This seminar will provide information on getting registered for government contracting opportunities. It will also cover how to find and capitalize on contracting opportunities. Seating is limited, so please pre-register. For more information or to register, contact Stan Karwacki of the SBA Baltimore District Office at (410) 962-6195, Ext. 340 or via email at [stanley.karwacki@sba.gov](mailto:stanley.karwacki@sba.gov).

## ***MDBusinessmen Receive National, Regional & Local Awards for Advocacy Efforts for Veteran-Owned Businesses***

The SBA's Region III Administrator Allegra F. McCullough and Baltimore District Director Allan Stephenson recently announced that Richard Vance and Robert C. Sharps of VSA Construction Services in Jessup, MD, have been selected as SBA's 2004 National Champions of Veteran-Owned Small Business. The men received their awards for their efforts on behalf of veteran-owned small businesses on May 14, 2004 in Woodlawn, MD and on May 19, 2004 in Orlando, FL.

Vance and Sharps are the recipients of the 2004 Veteran-Owned Small Business Advocate Award for the Baltimore District Office, the 2004 Region III Champion Award for Small Business and SBA's 2004 National Veteran Advocate Champion Award. They and nine other national Champion Award winners were selected by a panel of experts from nominations submitted from across the country. The criteria for selection included advocacy of the small business community as a whole and not solely for individual persona advancement, and for voluntary efforts beyond professional responsibilities to advance small business interests within the community.

"Richard and Bob are outstanding advocates for veteran small business owners throughout Maryland. They work tirelessly to ensure that qualified service-disabled veterans have the opportunities to participate and perform in business," said McCullough. "I am delighted that the SBA is recognizing these men for their many contributions to small business and the nation's economy."

Bob Sharps commented on their efforts leading up to the SBA honors by saying that "It was such a rewarding experience to be part of the Task Force for Veterans Entrepreneurship that identified such a huge problem and then to be a catalyst to solving it. While we do problem-solving every day for our client projects, tackling the Federal government seemed like it would be a much greater challenge--just learning the process of getting a law proposed and passed." He added, "Now, all of us involved can look back at our accomplishment, which should benefit

service disabled veterans for years, and know we had a part in changing American entrepreneurial history."

"It's wonderful to see that our veteran advocate winners have gone on to win the regional and national competitions. They know the value of giving back to one's community and have taken it one step further. Their actions have made a huge impact in changing business as veteran entrepreneurs knew it, both here in Maryland and throughout the country," said Stephenson.

VSA Construction Services, LLC is a service-disabled veteran small business founded in 2002. The VSA team provides a wide range of construction capabilities in civil, utility, environmental and general construction throughout the mid-Atlantic and surrounding regions. With a proven track record, the VSA team has successfully supported high-profile projects for the U. S. Department of Defense, Army Environmental Center, Army Corps of Engineers, Naval Facilities Engineering Command, Department of Energy, NASA, and the Federal Aviation Administration.

Both Vance and Sharps understand the challenges of veteran-owned businesses and had for a number of years advocated on behalf of those businesses. When they founded VSA in 2002, their advocacy efforts increased when they realized how few government contracts were awarded to veteran-owned businesses. When they learned that 37 of 61 federal agencies had awarded no contracts to service-disabled veteran contractors in 2002, they became determined to change the situation. They spent hundreds of hours lobbying for the approval of the "Veterans Entrepreneurship Act of 2003 (HR 1460) in the spring of 2003 and its modifications that resulted in HR 2297 in the fall of 2003. In November 2003, the House and Senate approved the Veterans Benefit Act of 2003, which specifies that small businesses owned and controlled by service-disabled veterans will be eligible for sole-source and restricted competition contracts.

SBA national Administrator Hector V. Barreto presented the men their national award on May 19, 2004 at SBA Expo '04: Celebrating National Small Business Week in Orlando, FL at the Orange County Convention Center.



*From left to right, Richard Vance and Robert Sharps of VSA Construction Services.*